

THE BUSINESS VOICE OF
WHEELING
AND THE
OHIO VALLEY

The Chamber

2010 Edition Volume 1



From The President's Desk

At last we can see an end to the long, brutal winter months. Spring can't get here soon enough.

As Spring arrives, the chamber has been planning for many events. Specifically, our Annual Dinner will take place on April 27, 2010. The speaker will be announced soon. With the primary election scheduled for May 11th, our speaker will be timely and informative about state and national politics.

The Chamber legislative agenda as formulated by the Chamber Policy Committee chaired by Jim Kepner has continued to address tort reform, tax reform, healthcare reform and medical malpractice reform and the 180 day school calendar. These issues continue to be of the utmost importance to our members and business community. We will continue to work with the WV Legislature to inform the members of the House of Delegates and State Senate of our concerns.

Finally, the chamber would like to extend our thanks to the WV Department of Highways, the City of Wheeling Public Works Department and the other municipal street crews for their dedication in clearing the many local roads and highways during the record setting snowfall we have all experienced.



Wheeling Area Chamber Of Commerce Begins 2010 with our Leadership Wheeling Programs

The Leadership Wheeling adult program began on January 5th with a reception held at OVMC.

This year we have an exceptional group participating from many different business sectors in the community. The program will run thru May 2010 and will include in addition to these topics and the many others covered in the 4-month program: History of the Ohio Valley, Entrepreneurial Achievement, Community Involvement, Health Care, Local Economic Development/Government and Financial Planning. The following are members of our 2010 class: Georgina John, Mountain State Blue Cross/Blue Shield; Deana Youngblood, Ye Olde Alpha; Patricia Dofka, Ye Olde Alpha; Valerie Nau, R&V Embroidery; Rebecca Yesenczki, West Virginia Northern Community College; Linda Caldron, WesBanco; Patricia Freeman, WesBanco; Jeffery Turner, Ohio County Schools; Pamela Smith, Mountain State Blue Cross/Blue Shield; Kyle Scherich, The Health Plan of the Upper Ohio Valley; Michael Mistovich, WesBanco; Joshua Braunlich, United Bank Brokerage Services; Daniel Willming, Oglebay Park Resort & Conference Center; Joe Greathouse,

Oglebay Park Resort & Conference Center; Jodi McKnight, WesBanco; Brian Smith, The Ziegenfelder Company; Jason Shelton, Oglebay Park Resort & Conference Center; and Becky Costmire, Severstal Wheeling.

The Leadership Wheeling youth class kicks off with its first session on March 4th at the Howard Long Wellness Center. This year we have 65 students from nine area high schools. The group includes students from Linsly School, Wheeling Central Catholic High School, Wheeling Park High School, Brooke High School, Cameron High School, Bellaire High School, Shadyside High School, John Marshall High School, and Weirton Madonna High School. The class will participate in seven workshops and end with graduation.

The workshops include Team Building, Oglebay's Good Zoo, Health and Wellness, Howard Long Wellness Center, Heritage, WV Independence Hall, High Education, West Liberty University, Legal System, Wheeling/Ohio County Courthouse & Federal Courthouse, Media, Ogden Newspapers, and Northern Regional Jail Tour.

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2010 Board of Directors Announced

The Wheeling Area Chamber of Commerce is pleased to announce the 2010 Board of Directors and Executive Committee. "The Chamber Board consists of 30 members and this year we are pleased with the dedication of the directors at the start of 2010," commented Chamber of Commerce President Terry A. Sterling.

Sterling begins his 16th year as the President of the Wheeling Area Chamber of Commerce. "Every year when a new Board takes over there is always change and this year I am delighted with the excitement of the new members. I would like to thank each Board member for their continued support of the Chamber; without community-minded individuals, like our Board, we are unable to achieve our goals that we set forth at the beginning of every year," added Sterling.

Paul Limbert, President and CEO of WesBanco will continue his role of Chairman of the Board for 2010. "Mr. Limbert has brought a wealth of experience to this position and our membership and the business community will greatly benefit from his expertise," says Sterling.

The 2010 Wheeling Area Chamber of Commerce Board of Directors consists of:

William Bryson - Uniglobe Ohio Valley Travel
Michael Carl - H E Neumann Company
Chalky Carroll - Riesbeck Food Markets, Inc.
John Reardon - JD&E
Robert Contraguero Jr. - Panhandle Cleaning and Restoration Inc.
Cheri DeBlasis - Main Street Bank
Michael Caruso - Ohio Valley Medical Center
Donna Grigsby-Holmberg - Kroger
Robert Herron - City of Wheeling
Karen Kahle - Steptoe and Johnson
Jim Kepner - Kepner Funeral Homes Inc.

Orphy Klempa - Carpenter's Labor Union #3
Bill Koegler - Wheeling Park Commission (Oglebay Park)
Tim McCoy - WTOV TV9
George Krelis - Ohio County Schools
Todd Mueller - Cabela's
Martin Olshinsky - West Virginia Northern Community College
Lisa Railing-Allen - Ziegenfelder Company
Doug Robbins - Wheeling Corrugating Company
Roberta Robinson-Olejasz - Bob Robinson Chevrolet - Cadillac Inc.
Bob Roset - Health Plan of the Upper Ohio Valley
Jim Simms - Wheeling Island Hotel-Casino-Racetrack
Roger Lyons - West Virginia Media
Willie Stinson - Agape Baptist Church
Richard Stump - Wells Fargo
Will Turani - Orrick, Herrington & Sutcliffe
Gregg Warren - Wheeling Hospital
Lori McGlumphy - Indigo Joe's
Jeff Knierim - West Liberty University
TBD - Ohio County Medical Society

The 2010 Wheeling Area Chamber of Commerce Executive Committee is as follows:

John Clarke - IBEW Local Union 141
John Culler - Beyond Marketing
Paul Limbert - WesBanco, Inc.
Andy McKenzie - Wells Fargo
Perry Nardo - Intelligencer/Wheeling News-Register
Scott Reed
Jim Squibb - Beyond Marketing
Terry A. Sterling - Wheeling Area Chamber of Commerce
Erikka Storch - Ohio Valley Steel

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- Wheeling Island Hotel-Casino-
Racetrack
- WTOV-9
- Perkins Restaurant and Bakery



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2010 Legislative Issues

The Wheeling Area Chamber of Commerce has adopted the 2010 Chamber Legislative agenda. Below you will find the issues the Chamber will be supporting. The summary is as follows:

1. The Chamber encourages the West Virginia Legislature to continue efforts to adopt additional civil justice reforms in the areas of comparative fault, collateral source payments and punitive damage caps.

These reforms along with the previously adopted reform to 3rd party bad faith claims will continue to improve our state's ability to encourage business investment and job creation.
2. The Chamber encourages the West Virginia Legislature to permit recent business tax reductions that were approved in 2008 to go forward. It is imperative that the Corporate Net Income reduction and the phase out of the Business Franchise Tax continue on schedule
3. The Chamber has been very involved in Medical Malpractice Reform over the past several years. It is critical to the medical community, the business community and citizens of West Virginia that a strong health care delivery system be maintained. We encourage the West Virginia Legislature to continue efforts to provide additional reforms in this area.
4. The Chamber encourages the West Virginia Legislature to pass the 180-day school calendar legislation that is currently moving thru the House and Senate.



Amedisys Announces Name Change of Tender Loving Care Home Care



Amedisys, Inc. which acquired Tender Loving Care Home Care in Wheeling, announced the local agency will now be known as Amedisys Home Health Care Services.

The Amedisys agency will continue to serve the area, and the present staff will remain in place. The agency offers a comprehensive menu of home care services including skilled nursing, physical therapy, occupational therapy, speech therapy, medical social work, and home health aides.

In addition to traditional home care services, Amedisys has put in place a number of disease management (DM) programs to treat patients who suffer from chronic disease which represents substantial long-term costs. Wound care, cardiac, diabetes, surgical recovery, COPD and rehabilitation disease management programs have been implemented to ensure excellent patient care and optimal outcomes, while controlling costs through a demonstrated plan of care.

Amedisys, Inc. is a leading provider of home health care and hospice services and operates more than 500 sites across the United States and Puerto Rico. In 1994, the company became public and currently trades on the Nasdaq Global Select Market (NASDAQ) under the symbol "AMED." For more information about Amedisys, visit www.amedisys.com.

Chamber University



Chamber University Series is under way. Our first seminar was Feb. 8th and we had a great turnout. The feedback from the members was fantastic. We would like to thank Dinsmore & Shohl LLP and WV Northern Community College for hosting the program. If you would like more information on the program please contact the Chamber office at 304-233-2575 ext. 18. The seminars are free and include lunch. Below are the remaining seminars:

“What’s In It For Them? Navigating Employee Benefit Issues” – May 10

“Workplace Etiquette in the Age of the Internet” – Sept .13

“Questions and Answers–Tips for Conducting Interviews and Employee Reviews” – Nov. 15

New Members

Below you will find a list of New Members since our last issue:

A&M Technology Group
All in 1 Awnings/All in 1 Insulation
AT&T Highlands
Carol Austin
Bella Via Restaurant
Bethani’s Bouquet
Michael Blatt MD
Brian’s Ref Air Duct Cleaning
Chad Broadwater (State Farm Agent)
CentreTown Fitness
Crafts 2000
Dave’s Kwik Stop
Deano’s Pizza
Desert Beckons (The)
Dr. Eleisha Nickoles
Elm Grove Carry Out
Executive Ink
Extras Support Staffing
Firewater Restoration
Fusion Steakhouse
Greater Wheeling Coalition
H&R Block

Hampton Inn St.Clairstville
Hancock County Savings Bank
Alex High, DDS
In Publishing
Indigo Joe’s
Innovative Spas
Jewelry and Watch Repair
Sam Kasley
Klempa Construction
Monoceros Ventures
Oak Hill Furniture
Olive Garden
Joe Pangilinan
Pro Builders Supply
Project and Construction Services
Raymond James Financial Services
Rohrig Heavy Equipment
Seneca Lake Marina
Steel City Monkey Bars
Sustainable Printing Solutions
Tiki Bar & Grill
Daniel Turner
Western Southern Life Insurance
Wheeling Area Private Duty (Right at Home)

Member Spotlight

Dr. Eleisha Nickoles to take over the late Dr. Bill Shivlin's practice

On Feb. 23, 2010, Tish Shivlin welcomed Eleisha Nickoles, DDS to continue to serve the patients of her husband, Dr. Bill Shivlin. After the untimely death, Bill's wife, Tish, wanted to create a legacy for Bill and needed to keep the office open, loyal staff employed, and most importantly locate a dentist with the high morals, experience and knowledge to operate Bill's state-of-the-art equipment. Dr. Nickoles is that person who will fill the shoes of the late Dr. Shivlin and she will continue to serve the faithful patients.

"We like to call her a gift to this legacy and she is qualified in every way to carry on what Bill started," Tish Shivlin commented. Dr. Eleisha Nickoles is a graduated from Avella High School in 1987, then received her BS in Chemistry from Bethany College in 1991; received her MS in Chemistry from ASU in Arizona in 1998; graduated from the WVU School of Dentistry in 2005; and taught at the WVU School of Dentistry for one year until she opened her state-of-the-art, paperless and computerized practice in Follansbee, WV, in 2006. Dr. Nickoles' family consists of her husband, Todd, her son Todd II, and her daughter, Mariah. Both children attend Linsly. If you would like to contact Dr. Nickoles to schedule your next appointment please call 304-242-8600.



Calendar of Events 2010

- April 9 Partners In Education Luncheon,
WV Northern Community College
- April 15 Business After Hours,
Oglebay Resort & Conference
Center's West Spa
- April 21 Legislative Breakfast w/
Wheeling City Council
- April 27 Annual Dinner
- May 10 Chamber University Legal Series #2,
WV Northern Community College
- May 11 Leadership Wheeling Graduation
- May 13 Leadership Wheeling Youth Graduation
- May 19 Legislative Breakfast w/
Ohio County Commission
- May 20 Businesses After Hours,
Stratford Springs
- June 7 Golf Outing, Wheeling Country Club
- June 24 Business After Hours, Indigo Joes



Ribbon Cutting at the Wheeling Home Show.



Ribbon Cutting for Nini's Treasures



Ribbon Cutting for Paree Insurance

Interest-Free Home Financing Through the Laughlin Plan



WesBanco Trust & Investment Services Administers Late Philanthropist's Gift

Since 1952, WesBanco Trust & Investment Services has administered a trust that was established by late Wheeling Philanthropist, George A. Laughlin. Mr. Laughlin stipulated in his will that the income from the trust fund be used to provide Ohio County, WV, families with interest-free loans to buy homes.

Income generated from the trust is used to provide funds for the home loans, as well as pay for the closing costs and homeowner's insurance.

Applicants for a Laughlin Plan Loan do not have to be first-time homebuyers, but do have to meet some basic guidelines to be considered:

- 1) Be a resident of Ohio County, WV
- 2) Be the head of a family (single-parent or two-parent) with one or more dependent children living at home
- 3) Be financially able to make monthly payments
- 4) Be unable to purchase a home through a conventional mortgage
- 5) Not presently own a home

Applicants who do not receive a Laughlin Loan will, with their approval, be evaluated for other home financing programs.

Completed applications must be returned to WesBanco with a postmark before midnight on Friday, April 30, 2010. To request an application or for additional information on the Laughlin Plan, call Lea Ridenhour at 304/234-9446.

WesBanco Trust & Investment Services is a division of WesBanco Bank, Inc., a Member FDIC.

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Along with his knowledge of **SHARP** products, Clark also brings with him an expertise of other brand office equipment including **HP, Brother, Panasonic, Canon, Toshiba, Konica Minolta, Copystar, Ricoh, Savin, Fellowes, and Xerox.**

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The staff at **M.O.S** would like to thank you, our loyal customers, for a successful 2009! We look forward to serving you in 2010!

Happy New Year!



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